RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

March 20, 1998

RJR Account #649920
Ms. T. Klimowski
TRIPIFOODS, INC.

SALEM TEAR TAPE PROMOTION #800438: JUNE (#806)

Dear Terri:

SALEM .30¢ Tear Tape product has been ordered in reference to the above promotion. Ship number of cartons per brand style to your participating retail accounts as identified on the attached Customer List. No Displays are required, as retailers will utilize Displays they received with the April Salem Tear Tape distribution. This product is being shipped to you @ $3.00/carton off-invoice.

RJR will reimburse you $4.75 per **6M** promoted case shipped to retail on a timely basis. This equates to **$128.25 (27 (6M) case(s) @ $4.75)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

PARTNERS 'BONUS' REPORTING DESCRIPTION	'SAL 98 .30/1 PK'

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: R. M. Duszynski
Tripifoods: L. Krawczyk
Enc. Retail Customer List

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

SAL-JUNE.DOC

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Source: https://www.industrydocuments.ucsf.edu/docs/tjgn0000

JUNE DELIVERY
SALEM TEAR TAPE
TRIPIFOODS, INC.

Product PO #052698

UPC Code	SALEM BRAND STYLE	#/ (6M) Cases @ .30¢ Off
12300-24194	*Full Flavor*	**6**
12300-24195	*Full Flavor 100*	**5**
12300-24196	*Light*	**10**
12300-24197	*Light 100*	**6**

UTILIZE ANY RESIDUAL BRAND STYLE QUANTITIES FROM MAY PRODUCT DISTRIBUTION TO MEET JUNE DISTRIBUTION AS NEEDED

Product / Premium Arrival: **May 26, 1998**
Ship Date to Retail: **Week of: June 8, 1998**

EFT $ Amount: **$8,374.59**

JUNE Drive Period 806 / Promotion #800438

PROMOTION DESCRIPTION:

SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAILER AS INDICATED ON THE ATTACHED CUSTOMER LIST.

RETAILER WILL PLACE IN SALEM 40-PACK DISPLAY WHICH WAS SHIPPED WITH APRIL PRODUCT DISTRIBUTION

JUNE DELIVERY

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TRIPIFOODS

JUNE: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#806)

#/ CARTONS SALEM MEN KG / UPC #12300-24194

RETAIL DISTRIBUTION DATE: WK OF 6/8/98

GROUP	NO. OF STORES	#/ CARTONS TO SHIP TO EACH ACCOUNT	TOTAL #/ CARTONS	NJ	NY	OH	PA	WV
ERIE PETRO	8	SEE LIST	27		4		23	
FARM FRESH	4	SEE LIST	8			2		6
K & K FOODMART	10	1	10		10			
KENYON VARIETY	7	1	7		7			
LAKE COUNTY	9	1	9		9			
PETRO USA	7	2	14		14			
PAL MART	4	SEE LIST	3		3			
POCO MART	3	SEE LIST	2				2	
SHIPLEY	4	1	4				4	
XTRA MART/ MID VALLEY	35	SEE LIST	31		26		5	
INDEPENDENTS (AND SMALL CHAINS)	32	SEE LIST	73		29	24	19	1
TOTALS	123		188	0	102	26	53	7

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Source: https://www.industrydocuments.ucsf.edu/docs/tjgn0000

TRIPIFOODS

JUNE: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#806)

#/ CARTONS SALEM MEN 100 / UPC #12300-24195

RETAIL DISTRIBUTION DATE: WK OF 6/8/98

GROUP	NO. OF STORES	#/ CARTONS TO SHIP TO EACH ACCOUNT	TOTAL #/ CARTONS	NJ	NY	OH	PA	WV
ERIE PETRO	8	SEE LIST	22		3		19	
FARM FRESH	4	SEE LIST	10			2		8
K & K FOODMART	10	1	10		10			
KENYON VARIETY	7	1	7		7			
LAKE COUNTY	9	1	9		9			
PETRO USA	7	2	14		14			
PAL MART	4	SEE LIST	2		2			
POCO MART	3	SEE LIST	0					
SHIPLEY	4	1	4				4	
XTRA MART/ MID VALLEY	35	SEE LIST	33		26		7	
INDEPENDENTS (AND SMALL CHAINS)	32	SEE LIST	54		20	17	16	1
TOTALS	123		165	0	91	19	46	9

Source: https://www.industrydocuments.ucsf.edu/docs/tjgn0000

TRIPIFOODS

JUNE: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#806)

#/ CARTONS SALEM MEN LT KING / UPC #12300-24196

RETAIL DISTRIBUTION DATE: WK OF 6/8/98

GROUP	NO. OF STORES	#/ CARTONS TO SHIP TO EACH ACCOUNT	TOTAL #/ CARTONS	NJ	NY	OH	PA	WV
ERIE PETRO	8	SEE LIST	37		5		32	
FARM FRESH	4	SEE LIST	11			3		8
K & K FOODMART	10	1	10		10			
KENYON VARIETY	7	1	7		7			
LAKE COUNTY	9	1	9		9			
PETRO USA	7	2	14		14			
PAL MART	4	SEE LIST	5		5			
POCO MART	3	SEE LIST	14				14	
SHIPLEY	4	1	4				4	
XTRA MART/ MID VALLEY	35	SEE LIST	84		73		11	
INDEPENDENTS (AND SMALL CHAINS)	32	SEE LIST	97		30	32	34	1
TOTALS	123		292	0	153	35	95	9

Source: https://www.industrydocuments.ucsf.edu/docs/tjgn0000

TRIPIFOODS

JUNE: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#806)

#/ CARTONS SALEM MEN LT 100 / UPC #12300-24197

RETAIL DISTRIBUTION DATE: WK OF 6/8/98

GROUP	NO. OF STORES	#/ CARTONS TO SHIP TO EACH ACCOUNT	TOTAL #/ CARTONS	NJ	NY	OH	PA	WV
ERIE PETRO	8	SEE LIST	33		5		28	
FARM FRESH	4	SEE LIST	6			2		4
K & K FOODMART	10	1	10		10			
KENYON VARIETY	7	1	7		7			
LAKE COUNTY	9	1	9		9			
PETRO USA	7	2	14		14			
PAL MART	4	SEE LIST	4		4			
POCO MART	3	SEE LIST	3				3	
SHIPLEY	4	1	4				4	
XTRA MART/ MID VALLEY	35	SEE LIST	43		36		7	
INDEPENDENTS (AND SMALL CHAINS)	32	SEE LIST	56		24	12	19	1
TOTALS	123		189	0	109	14	61	5

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Source: https://www.industrydocuments.ucsf.edu/docs/tjgn0000

TRIPIFOODS: JUNE SALEM .30¢ TEAR TAPE / #800438 (RETAIL DISTRIBUTION DATE: 6/8/98

			#/ Salem Cartons Per Brand Style									
#/ STORES	TRIPI#	CHAIN-ID	M85	M100	LT M85	LT M100	TOTAL CTNS	ACCOUNT NAME	CITY	STATE	S/REP	RJR #
1	25		1	1	1	0	3	SCALISE'S DELI	NORTH TONAWANDA	NY	162601	398953
2	54		1	1	1	1	4	N CHILI GROCERY	NORTH CHILI	NY	162602	268787
3	279		1	0	1	0	2	CARDS CORNER DAIRY	SYRACUSE	NY	162205	632691
4	450		8	6	4	7	25	GLEN GROCERY	WATKINS GLEN	NY	162605	269473
5	532		1	1	1	1	4	GUETTI MARKET INC	ROCHESTER	NY	162604	268827
6	711		1	1	1	1	4	JPS FARM MARKETS	HOLLEY	NY	162602	492193
7	854		2	2	2	2	8	JIM'S TRUCK STOP	CHEEKTOWAGA	NY	162602	583864
8	937		1	0	2	1	4	COUNTRY STORE	WEBSTER	NY	162604	712289
9	1414		1	0	2	1	4	SPRINGWATER COUNTRY	SPRINGWATER	NY	162604	677924
10	1420		2	0	2	0	4	HEMLOCK GENERAL STOR	HEMLOCK	NY	162604	579516
11	1543		1	1	1	1	4	ONE STOP	DEPEW	NY	162601	667732
12	1545		1	1	1	1	4	ROSSETTIE PHARMACY	CORNING	NY	162605	269718
13	1609		2	1	2	1	6	YELLOW GOOSE	JAMESTOWN	NY	162606	657270
14	2471		2	2	3	2	9	CONVENIENCE CORNER 1	RHINEBECK	NY	162306	770151
15	2472		2	1	1	2	6	CONVENIENCE CORNER	RHINEBECK	NY	162306	525601
16	2953		1	1	3	2	7	MINIT STOP 2	GENEVA	NY	162605	664262
17	315		1	1	1	1	4	BILICIC COUNTRY MALL	GENEVA	OH	173305	333775
18	2173		1	1	2	1	5	QUICK CHECK FOODS	SHREVE	OH	172907	797051
19	2174		1	1	1	1	4	QUICK CHECK FOODS	KILLBUCK	OH	172907	797041
20			9	5	11	3	28	LITTLE MAC'S	WARREN	OH	173002	220177

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TRIPIFOODS: JUNE SALEM .30¢ TEAR TAPE / #800438 (RETAIL DISTRIBUTION DATE: 6/8/98

			#/ Salem Cartons Per Brand Style									
#/ STORES	TRIPI#	CHAIN-ID	M85	M100	LT M85	LT M100	TOTAL CTNS	ACCOUNT NAME	CITY	STATE	S/REP	RJR #
21			5	7	10	4	26	LIT'L MAC'S	WARREN	OH	173002	422910
22			7	2	7	2	18	LITTLE MAC'S	NILES	OH	173002	637080
23	429		2	2	3	3	10	WARRENSVILLE MARKET	WILLIAMSPORT	PA	173804	535334
24	644		2	2	2	2	8	NEWTON'S	SHINGLEHOUSE	PA	162607	398286
25	646		2	2	2	2	8	BOYDS CORNER STORE	COUDERSPORT	PA	162607	398296
26	793		2	2	5	2	11	SWISHERS QUICK STOP	HUGHESVILLE	PA	162208	182792
27	1884		8	5	17	6	36	RT. 663 SERVICE CNTR	QUAKERTOWN	PA	133208	216790
28	2501		0	2	2	2	6	WAY 2 GO	ERIE	PA	173001	20329
29	6912		1	1	1	1	4	FAMILY MART	BUCKHANNON	WV	173205	278147
		Tota	69	52	92	53	266					
1	277	0362-0101	3	1	3	2	9	GREEN HILLS SUNOCO	READING	PA	173807	419715
		0362-0101 To	3	1	3	2	9					
1	3777	0990-0000	0	0	1	0	1	CFM #33-034	PENDLETON	NY	162601	764481
		0990-0000 To	0	0	1	0	1					
1		1234-0000	2	2	3	2	9	FARM FRESH 77	RENO	OH	172901	851571
2		1234-0000	1	3	3	1	8	FARM FRESH #47	WILLIAMSTOWN	WV	172901	344972
3		1234-0000	3	3	3	2	11	FARM FRESH #4	BELMONT	WV	172901	345079
4		1234-0000	2	2	2	1	7	FARM FRESH #66	SAINT MARYS	WV	172901	345082
		1234-0000 To	8	10	11	6	35					
1	4112	1866-0000	1	1	1	1	4	SHIPLEY STORE #12	READING	PA	173807	783086

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TRIPIFOODS: JUNE SALEM .30¢ TEAR TAPE / #800438 (RETAIL DISTRIBUTION DATE: 6/8/98

#/ STORES	TRIP#	CHAIN-ID	#/ Salem Cartons Per Brand Style M85	M100	LT M85	LT M100	TOTAL CTNS	ACCOUNT NAME	CITY	STATE	S/REP	RJR #
2	4113	1866-0000	1	1	1	1	4	SHIPLEY STORE #13	YORK	PA	173802	783089
3	93187	1866-0000	1	1	1	1	4	HANOVER EXXON #30	HANOVER	PA	132201	793881
4	97568	1866-0000	1	1	1	1	4	SHREWSBURY MOBIL #18	NEW FREEDOM	PA	132601	20308
		1866-0000 To	4	4	4	4	16					
1	1361	1887-0000	1	1	1	1	4	LAKE COUNTY DAIRY #4	LAKEWOOD	NY	162606	696831
2	1362	1887-0000	1	1	1	1	4	LAKE COUNTY DAIRY #1	FALCONER	NY	162606	398505
3	1363	1887-0000	1	1	1	1	4	LAKE COUNTY DAIRY #3	WESTFIELD	NY	162606	398532
4	1364	1887-0000	1	1	1	1	4	LAKE COUNTY DAIRY #7	FREDONIA	NY	162606	666103
5	1365	1887-0000	1	1	1	1	4	LAKE COUNTY DAIRY #5	LAKEWOOD	NY	162606	765328
6	1366	1887-0000	1	1	1	1	4	LAKE COUNTY DAIRY #6	JAMESTOWN	NY	162606	765448
7	1367	1887-0000	1	1	1	1	4	LAKE COUNTY DAIRY #2	RANDOLPH	NY	162606	40905
8	1368	1887-0000	1	1	1	1	4	LAKE COUNTY DAIRY #8	MAYVILLE	NY	162606	267020
9	1370	1887-0000	1	1	1	1	4	LAKE COUNTY DAIRY 10	JAMESTOWN	NY	162606	737860
		1887-0000 To	9	9	9	9	36					
1	4255	1892-0000	4	3	5	5	17	BORON OIL	JAMESTOWN	NY	162606	129007
2	4252	1892-0000	2	2	4	2	10	BP HOLIDAY MART #52	NORTH WARREN	PA	162607	528721
3	4254	1892-0000	3	3	3	3	12	BP HOLIDAY MART	YOUNGSVILLE	PA	162607	340667
4	4275	1892-0000	3	3	6	5	17	LAKEWOOD SHELL #3	ERIE	PA	173001	525493
5	4278	1892-0000	3	2	4	4	13	FUEL STOP SHELL #1	ERIE	PA	173001	540944
6	4280	1892-0000	5	4	6	6	21	HOLIDAY MART	ERIE	PA	173001	596643

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TRIPIFOODS: JUNE SALEM .30¢ TEAR TAPE / #800438 (RETAIL DISTRIBUTION DATE: 6/8/98

#/ Salem Cartons Per Brand Style

#/ STORES	TRIP#	CHAIN-ID	M85	M100	LT M85	LT M100	TOTAL CTNS	ACCOUNT NAME	CITY	STATE	S/REP	RJR #
7	4290	1892-0000	3	3	4	4	14	STATELINE BP #90	NORTH EAST	PA	173001	699667
8	4291	1892-0000	4	2	5	4	15	PEACH STREET SHELL	ERIE	PA	173001	674464
		1892-0000 To	27	22	37	33	119					
1	608	1895-0000	1	1	1	1	4	BILLS DELI	NEWFANE	NY	162601	764783
2	719	1895-0000	1	1	1	1	4	KENYON VARIETY #719	LOCKPORT	NY	162601	306829
3	720	1895-0000	1	1	1	1	4	KENYON VARIETY #720	LOCKPORT	NY	162601	396611
4	721	1895-0000	1	1	1	1	4	KENYON VARIETY #721	LOCKPORT	NY	162601	765354
5	724	1895-0000	1	1	1	1	4	KENYON #724/FASTOP	LOCKPORT	NY	162601	500221
6	732	1895-0000	1	1	1	1	4	KENYON VARIETY #732	WILLIAMSVILLE	NY	162602	764963
7	735	1895-0000	1	1	1	1	4	KENYON VARIETY #735	AMHERST	NY	162602	658777
		1895-0000 To	7	7	7	7	28					
1	4491	3173-0000	1	0	5	1	7	POCO MART	ATHENS	PA	162204	696047
2	4492	3173-0000	0	0	6	2	8	POCO MART	SAYRE	PA	162204	777497
3	4495	3173-0000	1	0	3	0	4	POCO MART	ATHENS	PA	162204	777495
		3173-0000 To	2	0	14	3	19					
1	3602	3459-0000	1	1	2	2	6	MID VALLEY OIL	BINGHAMTON	NY	162204	720142
2	3603	3459-0000	1	1	2	1	5	MID VALLEY OIL	GREENE	NY	162205	720124
3	3604	3459-0000	1	1	2	1	5	MID VALLEY OIL	NEWARK VALLEY	NY	162605	720132
4	3605	3459-0000	1	0	2	1	4	MID VALLEY OIL	CANDOR	NY	162605	720133
5	3606	3459-0000	0	1	2	2	5	MID VALLEY OIL	BINGHAMTON	NY	162204	720140

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			#/ Salem Cartons Per Brand Style									
#/ STORES	TRIPI#	CHAIN-ID	M85	M100	LT M85	LT M100	TOTAL CTNS	ACCOUNT NAME	CITY	STATE	S/REP	RJR #
6	3607	3459-0000	1	3	2	1	7	MID VALLEY OIL	BINGHAMTON	NY	162204	720145
7	3608	3459-0000	1	1	2	1	5	MID VALLEY OIL	BAINBRIDGE	NY	162605	720152
8	3609	3459-0000	0	1	1	2	4	MID VALLEY OIL	WINDSOR	NY	162204	720147
9	3613	3459-0000	2	1	2	1	6	MID VALLEY OIL	BINGHAMTON	NY	162204	720143
10	3616	3459-0000	0	0	2	1	3	MID VALLEY OIL	BINGHAMTON	NY	162204	720141
11	3617	3459-0000	1	1	2	0	4	XTRA MART #1417	EAST CHATHAM	NY	162306	652405
12	3618	3459-0000	1	1	6	4	12	MID VALLEY OIL	BINGHAMTON	NY	162204	720137
13	3621	3459-0000	1	1	2	1	5	MID VALLEY OIL	JOHNSON CITY	NY	162204	720136
14	3625	3459-0000	1	1	2	1	5	MID VALLEY OIL	AFTON	NY	162204	720135
15	3626	3459-0000	1	1	2	1	5	MID VALLEY OIL	VESTAL	NY	162204	720138
16	3627	3459-0000	1	1	4	2	8	MID VALLEY OIL	MARATHON	NY	162205	720134
17	3631	3459-0000	0	2	2	0	4	XTRA MART #1531	BRIDGEWATER	NY	162206	699873
18	3632	3459-0000	1	0	2	1	4	MID VALLEY OIL	DRYDEN	NY	162205	720129
19	3633	3459-0000	1	0	4	2	7	XTRA MART #1433	GHENT	NY	162306	766837
20	3634	3459-0000	1	0	2	0	3	MID VALLEY OIL	FREEVILLE	NY	162605	720128
21	3637	3459-0000	1	0	2	1	4	MID VALLEY OIL	LANSING	NY	162605	720126
22	3638	3459-0000	1	1	2	1	5	MID VALLEY OIL	UNION SPRINGS	NY	162605	720149
23	3639	3459-0000	1	2	5	1	9	MID VALLEY OIL	CAZENOVIA	NY	162205	720148
24	3652	3459-0000	0	0	3	1	4	XTRA MART #1452	NIVERVILLE	NY	162306	561215
25	3655	3459-0000	1	1	2	2	6	BALMVILLE XTRA #1455	NEWBURGH	NY	162307	769488

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#/ STORES	TRIPI#	CHAIN-ID	#/ Salem Cartons Per Brand Style M85	M100	LT M85	LT M100	TOTAL CTNS	ACCOUNT NAME	CITY	STATE	S/REP	RJR #
26	3660	3459-0000	1	1	2	1	5	CHAPEL HILL EX #1460	HIGHLAND	NY	162307	516248
27	3672	3459-0000	1	1	2	1	5	X-TRA MART #1625	NORTH SYRACUSE	NY	162202	777302
28	3673	3459-0000	1	1	2	1	5	X-TRA MART	ROME	NY	162206	776236
29	3682	3459-0000	1	1	2	1	5	RED HOOK #1482	RED HOOK	NY	162306	649143
30	3686	3459-0000	0	0	2	0	2	MID VALLEY OIL	OWEGO	NY	162204	720144
31	3689	3459-0000	1	0	2	1	4	XTRA MART #1471	LITTLE FALLS	NY	162206	590831
32	3623	3459-0000	1	1	3	2	7	XTRA MART #1723	PALMYRA	PA	173803	776251
33	3635	3459-0000	1	0	3	0	4	SAYRE X-TRA MART	SAYRE	PA	162204	734182
34	3636	3459-0000	2	1	2	1	6	HILLTOP X-TRA MART	MILFORD	PA	162210	734181
35	3695	3459-0000	1	5	3	4	13	CITGO XTRAMART #1795	DUNCANNON	PA	173804	545259
		3459-0000 To	31	33	84	43	191					
1	354	4141-0000	1	1	1	1	4	K & K FOODMART	HOLLEY	NY	162602	765462
2	547	4141-0000	1	1	1	1	4	K & K FOODMART	CLARKSON	NY	162602	33295
3	715	4141-0000	1	1	1	1	4	K & K FOODMART	HILTON	NY	162602	763471
4	716	4141-0000	1	1	1	1	4	K & K FOODMART	BROCKPORT	NY	162602	128447
5	1382	4141-0000	1	1	1	1	4	K & K FOOD MART	MENDON	NY	162605	779164
6	1384	4141-0000	1	1	1	1	4	K&K FOOD MART	MEDINA	NY	162602	707857
7	1385	4141-0000	1	1	1	1	4	K&K FOOD MART	ALBION	NY	162602	663648
8	1386	4141-0000	1	1	1	1	4	K & K FOOD MART	LOCKPORT	NY	162601	580045
9	1387	4141-0000	1	1	1	1	4	K & K FOODMART	KENDALL	NY	162602	215096

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TRIPIFOODS: JUNE SALEM .30¢ TEAR TAPE / #800438 (RETAIL DISTRIBUTION DATE: 6/8/98

			#/ Salem Cartons Per Brand Style									
#/ STORES	TRIPI#	CHAIN-ID	M85	M100	LT M85	LT M100	TOTAL CTNS	ACCOUNT NAME	CITY	STATE	S/REP	RJR #
10	1389	4141-0000	1	1	1	1	4	K & K FOODMART	HAMLIN	NY	162602	561016
		4141-0000 To	10	10	10	10	40					
1	1383	4141-0100	1	1	1	1	4	THE HUMIDOR	BROCKPORT	NY	162602	752927
		4141-0100 To	1	1	1	1	4					
1	2261	5180-0000	0	1	2	1	4	PAL MART #1	CLIFTON SPRINGS	NY	162605	763821
2	2262	5180-0000	1	0	1	0	2	PAL MART #2	PALMYRA	NY	162605	515673
3	2263	5180-0000	1	0	1	2	4	PAL MART #3	NEWARK	NY	162605	724740
4	2268	5180-0000	1	1	1	1	4	PALMART #8	FARMINGTON	NY	162605	702785
		5180-0000 To	3	2	5	4	14					
1	1691	5342-0000	2	2	2	2	8	PETRO USA #1691	WEST SENECA	NY	162603	128610
2	1692	5342-0000	2	2	2	2	8	PETRO USA #1692	WILLIAMSVILLE	NY	162602	765466
3	1693	5342-0000	2	2	2	2	8	PETRO USA #1693	LACKAWANNA	NY	162603	960838
4	1694	5342-0000	2	2	2	2	8	PETRO USA #1694	BUFFALO	NY	162603	975281
5	1695	5342-0000	2	2	2	2	8	PETRO USA #1695	HAMBURG	NY	162603	306769
6	1697	5342-0000	2	2	2	2	8	PETRO USA	KENMORE	NY	162601	671356
7	1704	5342-0000	2	2	2	2	8	PETRO USA	NIAGARA FALLS	NY	162601	675540
		5342-0000 To	14	14	14	14	56					
		Grand Tot	**188**	**165**	**292**	**189**	**834**					

Source: https://www.industrydocuments.ucsf.edu/docs/tjgn0000